his throat. See how enthusiastic he becomes when you describe vividly and in great detail some activity that he enjoys, like baseball or eating delicious food.

HELPING YOURSELF AND OTHERS WITH HYPNO-TELEPATHY

The uses to which Hypno-Telepathy may be put are seemingly endless. It may be used to help both yourself and others. With this psychic instrument, it should be possible for you to help either yourself or a friend . . .

* Get along better with others
* Sleep restfully every night
* Overcome fears
* Lose weight without dieting
* Develop a more powerful memory
* Banish tension and worry
* Improve speaking habits
* Achieve new sexual harmony
* Cut down on smoking and drinking
* Banish unwanted habits
* Increase your powers of concentration

. . . and much more!

Simply apply the same technique outlined so far in this chapter. Remember, when attempting to influence others, always use the first person "I" instead of the word "you" (placing yourself in the other person's shoes)—or use the simple command form, leaving out the word "you." Above all, visualize the situation you wish to occur.

SUMMARY OF TELECULT POWER #3

1. Hypno-Telepathy enables you to influence others by silent, unobserved means.

2. Hypno-Telepathy is based on the proven fact that the human mind can broadcast thoughts to the minds of others.
3. Hypno-Telepathy overcomes the difficulties of ordinary hypnotism, since your subject does not have to be convinced of your power by what you can demonstrate to him at the time.
4. Telecult Power #3 shows you how you can hypnotize in 10 seconds flat!
5. It is not a question of whether you *can* broadcast silent commands—you have already done so many times, without realizing it. This chapter shows you how to control this power and make it work for you all the time.
6. One of the simple ways that you can prove to yourself that you can transfer a command directly from your mind to the mind of another is revealed in the section "How Your Thoughts Can Be Received by Another Person."
7. Another name for this method of broadcasting silent commands—or Hypnospells—is Hypno-Vision.
8. No one can escape the power of suggestion through Hypno-Telepathy. The law is absolute. Everybody, high or low, rich or poor, ignorant or wise, all are subject to its spell.
9. This method may be used to impel a customer to buy; to double your friends and double your money; to command someone to sleep; to make someone get up and come to you; to bring your mate to you without asking; to make a friend or relative contact you; to influence a total stranger and interest him in your well-being; to convert an enemy into a loyal friend; and much more.
10. Hypno-Telepathy may be used for much more than personal profit. It may be used to help others. With this method, it should be possible for you to help a friend: get along better with others, sleep restfully every night, overcome fears, banish tension and worry, improve his or her speech, achieve new sexual harmony, cut down on smoking and drinking, banish unwanted habits, increase his or her powers of concentration.